

From: mike@mitchel.net [mailto:mike@mitchel.net]
Sent: Friday, October 21, 2005 12:09 PM
To: ATR-Real Estate Workshop
Subject: My views on Real Estate

To whom it may concern:

The real estate industry is a model of competition that works. In an economy in which large, national corporations -- such as Wal-Mart and Microsoft -- dominate the marketplace, real estate stands apart. We are an industry made up predominantly of small businesses and independent contractors who represent the entrepreneurial spirit this country was founded on.

All of us serve localized markets where we compete for business every day. Fierce competition is fueled largely by the uniquely intense and personalized nature of the service we provide to our clients -- which, in turn, determines our future success through referrals and return business.

Barriers to entry are low. If you are willing to take the time to learn the business in your local market, pass the state license examination and adhere to the REALTOR® code of ethics, there is nothing to stand in the way of success in this industry. I had to learn the business and pass the state licensing examination, but it is my own work ethic, commitment to professional standards and dedication to client satisfaction that determine my success.

I am 52 years old and have been in the business for 14 months. I am number 8 in a field of 837 in the 9 towns I work in. I compete with many and do better because I am better than they are. I provide better service and have knowledge to help my clients. If it wasn't about competition...then I could not be where I am at.

Even through the economic downturns our country has experienced in the past few years, our industry has continued to provide opportunity -- something I would say is confirmed by the thousands of new agents that join our profession every year and the over 2 million Americans who are now licensed to provide professional real estate services in communities across the country.

Nothing encourages a competitive business environment more than providing consumers with choice. In the residential real estate marketplace, consumers not only are able to choose from more than 76,000 brokerage firms and more than 1.2 million REALTORS®, but also from a variety of business models.

Kindest personal regards,

Michael A. Marsden
Realtor®
The Mitchel Agency
Waterfront and Country Properties Since 1956
25 Main Street
Essex, Connecticut 06426

Cell: 860-334-1379
Office: 860-767-2621
Fax office: 860-767-7749

Fax home: 860-873-8722

email: mike@mitchel.net
www.mitchel.net

*****Confidentiality and Privilege
Notice*****

This message (including any attachments) contains confidential information intended for a specific individual and purpose, and is protected by law. If you are not the intended recipient, you should delete this message and are hereby notified that any disclosure, copying, or distribution of this message, or the taking of any action based on it, is strictly prohibited.